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# 100 COMPANIES

COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME  
OF PRIME CONTRACT AWARDS

Fiscal Year 1972

DEPARTMENT OF DEFENSE  
OASD(COMPTROLLER)  
DIRECTORATE FOR INFORMATION OPERATIONS

100 LARGEST DEFENSE CONTRACTORS  
AND THEIR SUBSIDIARY CORPORATIONS

FISCAL YEAR 1972

ISSUED ANNUALLY BY  
DEPARTMENT OF DEFENSE  
OASD (COMPTROLLER)  
DIRECTORATE FOR INFORMATION OPERATIONS

6 October 1972

100 COMPANIES AND THEIR SUBSIDIARY CORPORATIONS  
LISTED ACCORDING TO NET VALUE OF MILITARY  
PRIME CONTRACT AWARDS  
FISCAL YEAR 1972

Department of Defense military prime contracts for research and development, services, construction and supplies and equipment awarded to United States contractors totaled \$33,362 million during fiscal year 1972, \$3,610 million more than in FY 1971. This increase in procurement reversed the downward trend which had been prevalent during the previous four years. However, the continued concentration of high dollar awards in the major hard goods industries, such as Aerospace, Ships and Ammunition, which are dominated by large contractors, resulted in 72.1% of the U. S. total, the same as last year, being awarded to the 100 contractors which together with their subsidiaries received the largest dollar volume of military prime contracts of \$10,000 or more. Although the dollar level of defense procurement awarded to U. S. companies in FY 1972 was 12.1% higher than in FY 1971, year to year changes in most major DoD programs as well as corporate restructuring resulting from mergers, acquisitions and divestitures also influenced the selection and rank of the top 100 DoD contractors.

The top 100 companies received \$24.1 billion in defense prime contracts during FY 1972 or 72.1% of the \$33.4 billion total awarded all U. S. companies. In FY 1971, the top 100 companies received \$21.5 billion which was also 72.1% of the overall \$29.8 billion total awarded to U. S. companies. The following table shows that the first five companies on the top 100 list received 21.3% of the total contract awards received by all U. S. companies in FY 1972. This was the same as in FY 1971.

Percent of U. S. Total

<u>Companies</u>	<u>FY 1969</u>	<u>FY 1970</u>	<u>FY 1971</u>	<u>FY 1972</u>
1st	5.5%	5.9%	5.1%	5.1%
2nd	4.4	3.8	5.0	5.1
3rd	3.4	3.2	4.0	3.9
4th	2.9	3.0	3.7	3.7
5th	2.7	2.8	3.5	3.5
1 - 5	18.9%	18.7%	21.3%	21.3%
6 - 10	10.1	10.5	13.5	13.9
11 - 25	15.8	16.8	17.3	16.0
1 - 25	44.8%	46.0%	52.1%	51.2%
26 - 50	12.1	13.3	11.0	11.5
51 - 57	7.3	6.6	5.8	6.0
76 - 100	4.0	3.8	3.2	3.4
1 - 100	68.2%	69.7%	72.1%	72.1%

Lockheed Aircraft Corp., the company with the largest dollar amount of defense awards, has been in the number one position for the past four years. As the largest DoD contractor in FY 1972, this company received awards totaling \$1,705 million compared with a total of \$1,510 million as the largest in FY 1971. To get on the list in FY 1972 required \$35 million in prime contract awards in contrast with \$32 million last year and \$50 million in FY 1968, the peak year of procurement activity for the DoD.

Thirteen names which did not appear on the list last year are among the companies making up the list of the top 100 DoD contractors in FY 1972. Of these, one appears in position 37, one in position 55 and the balance between positions 80 and 100.

Companies Listed in FY 1972  
But Not in FY 1971 1/

Amerada Hess Corp.  
Curtiss Wright Corp.  
Fairchild Camera & Instr. Corp.  
Flying Tiger Corp.  
Gulf & Western Industries  
Gulf Oil Corp.  
ICI America, Inc.  
Itek Corp.  
Kiewit-Morrison-Fischbach (JV)  
Ogden Corp.  
Shell Oil Co.  
System Development Corp.  
Xerox Corp.

Companies Listed in FY 1971  
But Not in FY 1972

Airlift International  
American Airlines, Inc.  
Atlantic Richfield Co.  
Burroughs Corp.  
Caterpillar Tractor Co.  
Centex Corp.  
Condec Corp.  
Cutler-Hammer, Inc.  
Dynalectron Corp.  
General Foods Corp.  
Guam Oil & Refining Co., Inc.  
Hazeltine Corp.  
Kaiser Industries, Corp.  
States Marine Lines, Inc.

1/ Excludes E Systems, Inc. (formerly LTV Electrosystems, Inc.-of Ling-Temco-Vought, Inc. which is now known as LTV Corp.)

Of 86 companies appearing on the list in both FY 1971 and FY 1972, 40 bettered their positions, 43 were in a lower position and 3 showed no change. Companies are considered as appearing on the lists in both years despite mergers, acquisitions, divestitures and name changes if a major component of a newly constituted company or the newly constituted company itself made the list as a component of a company in the top 100 in the prior year. For example, Diamond Reo Trucks, Inc., which is included in the top 100 list this year, was a subsidiary of the White Motor Corp. last year.

The dollar volume of DoD prime contracts awarded to the McDonnell Douglas Corp. increased by \$804 million from year to year. This was the largest positive dollar change occurring and moved this company up in rank from seventh position in fiscal year 1971 to second place in FY 1972. Other companies with major dollar volume increases were: the Boeing Company,

United Aircraft Corp., North American Rockwell Corp., General Electric Co. and Northrop Corp. Contract awards to the Boeing Company, which went from ninth to fifth place, increased by \$439 million while each of the other listed companies increased by more than \$200 million. In addition to McDonnell Douglas Corp. and the Boeing Company, other companies with major position changes were: Northrop Corp. which went from 34th place last year to 17th place this year; AMF, Inc., from 81st to 64th; Standard Oil of Indiana, from 100th to 70th; Gould Inc., from 72nd to 33rd; Chrysler Corp., from 33rd to 57th; Raymond Morrison Knudsen (JV), from 45th to 95th and Olin Corp., from 30th to 58th place.

Other changes concerning companies on the FY 1972 list were: the disposal by Ling-Temco-Vought, Inc. (now called LTV Corp.), of LTV Electrosystems, Inc., LTV Ling Altec, Inc. and Braniff Airways, Inc. E Systems, Inc. (formerly LTV Electrosystems, Inc.) is included in the top 100 company list in position 53; the acquisition of Page Aircraft Maintenance, Inc. by Northrop Corp. which changed the name of Page Aircraft to Northrop Worldwide Aircraft Service, Inc.; the merger of Atlas Chemical Industries, Inc. with ICI America, Inc. and the sale by White Motor Corp. of its Diamond Reo Truck Division which now appears in 80th place as Diamond Reo Trucks, Inc.

Although the contract work of many companies on the list includes more than one procurement category, each company has been assigned in the following table to the procurement category that accounts for its largest dollar volume of defense awards. For example, International Telephone and Telegraph Corp. is a multi-industry company producing electronic and communications equipment and industrial and consumer products. For this table it is assigned to "Electronics," the procurement category accounting for its largest dollar volume of DoD contract awards. On this basis "Aircraft" companies increased by four from FY 1971 to FY 1972, while companies engaged in "Services" decreased by four.

<u>Procurement Category</u>	<u>Number of Companies</u>		
	<u>FY 1971</u>	<u>FY 1972</u>	<u>Change</u>
Aircraft	18	22	+4
Missiles	12	13	+1
Ships	4	3	-1
Tank Automotive	6	4	-2
Weapons	1	2	+1
Ammunition	16	18	+2
Electronics	16	16	-
Services	15	11	-4
Construction	2	2	-
Petroleum	8	9	+1
Subsistence	1	0	-1
Construction Equipment	1	0	-1

Seven companies received prime contract awards in excess of \$1 billion each in FY 1972. Of those companies in this group, McDonnell Douglas Corp., the Boeing Company, the American Telephone and Telegraph Co. and Grumman Corp. showed the most significant changes from the previous year. McDonnell Douglas Corp. moved up from seventh place last year to second place this year, the Boeing Company moved up from ninth place last year to fifth place this year, ATT&T dropped from third place last year to sixth place this year while Grumman Corp. dropped from fourth place last year to seventh place this year. The seven companies and a brief description of their work are as follows:

Lockheed Aircraft Corp. leads the list for the fourth successive year with \$1,705 million, or 5.1% of the total. This was an increase of \$195 million in value over last year, however the company's share of total remained virtually unchanged. The aircraft contracts of this company include the C-5A Galaxy Jet Transport, the P-3 Antisubmarine Patrol Plane, the C-130 Hercules Transport and the S-3A Carrier Borne Antisubmarine aircraft. Missile work includes the Poseidon.

McDonnell Douglas Corp., in seventh place last year, jumped to second place in FY 1972 as its contract volume almost doubled. Total awards received by this company last year amounted to \$897 million or 3.0% of total while in FY 1972 contract values totaled \$1,700 million for 5.1% of total. The aircraft contracts of this company include the F-4 Phantom series, A-4 attack aircraft and F-15 fighter aircraft.

General Dynamics Corp., in second place last year fell to third place this year as its contract volume of \$1,289 million represented 3.9% of the FY 1972 total. In FY 1971, this company received \$1,489 million for 5.0% of total. This company received contracts for aircraft, ships and missiles. The aircraft contracts were largely for the F-111 series of aircraft; those for ships included new construction of submarines as well as ship maintenance and repair and alteration work, and the missile contracts involved, among others, the Redeye, Sidewinder and Standard Arm (SAM) missiles.

General Electric Co., in fifth place last year with \$1,041 million or 3.5% of total, moved up to fourth place this year on a volume of \$1,259 million for 3.8% of total. Turbojet and turbofan aircraft engines were an important part of this company's production and development effort. Aerospace activity also included the Minuteman III missile. Other substantial contracts were received for ordnance and electronics equipment and nuclear reactors.

Boeing Co. in fifth place this year received its highest ranking since FY 1966 when it was also in the number 5 position. This year's contract volume for the Boeing Co. reached \$1,171 million for 3.5% of the total. Last year Boeing Co. received \$732 million which was equivalent to 2.5% of total. This company's major work this year was predominantly in missiles, aircraft and electronics. Missile programs include the Minuteman and Short Range

Attack Missile (SRAM). Aircraft programs included the production of Helicopters and electronics included work on the Airborne Warning and Control Systems (AWACS).

American Telephone and Telegraph Co. in third place last year fell to sixth position in FY 1972. In FY 1971 AT&T received defense awards totaling \$1,200 million or 4.0% of total. In FY 1972, awards to this company totaled \$1,122 million for 3.4% of total. Western Electric Co., Inc., a major subsidiary of AT&T, accounted for \$908 million or 81% of the total defense awards received by the company. In FY 1971, Western Electric had received \$977 million which was also 81% of the AT&T total. Major defense contracts were for work on the Safeguard Defense System.

Grumman Corp. dropped from fourth place in FY 1971 to seventh place in FY 1972, although its volume of awards increased slightly. In FY 1971 defense awards to Grumman totaled \$1,098 million for 3.7% of total. In FY 1972, this company's dollar volume was slightly higher (\$1,120 million), however, its share of total fell to 3.4%. Aircraft contracts received by Grumman in FY 1972 included the F-14A multi-mission fighter/interceptor, EA-6B Electronic Warfare aircraft and A-6E attack aircraft.

INDEX OF 100 PARENT COMPANIES WHICH WITH THEIR SUBSIDIARIES RECEIVED THE  
LARGEST DOLLAR VOLUME OF MILITARY PRIME CONTRACT AWARDS IN FISCAL YEAR 1972

RANK	PARENT COMPANY	RANK	PARENT COMPANY
64.	A M F, INC	37.	KIEWIT MORRISON FISCHBACH (JV)*
68.	AEROSPACE CORP (N)	69.	LEAR SIEGELF INC
87.	AMERADA HESS CORP	14.	L T V CORP
30.	AMERICAN MOTORS CORP	11.	LITTON INDUSTRIES, INC
6.	AMERICAN TELEPHONE + TELEGRAPH CO	1.	LOCKHEED AIRCRAFT CORP
71.	ASIATIC PETROLEUM CORP	45.	MAGNAVOX CO
60.	AUTOMATION INDUSTRIES, INC	100.	MARAYDON MFG CO
34.	AVCO CORP	22.	MARTIN MARIETTA CORP
26.	BENDIX CORP	76.	MASON + HANGER SILAS MASON CO
5.	BOEING CO	44.	MASSACHUSETTS INSTITUTE TECHNOLOGY (N)
61.	CHAMBERLAIN MFG CORP	2.	MCDONNELL DOUGLAS CORP
57.	CHRYSLER CORP	99.	MITRE (THE) CORP (N)
79.	CITY INVESTING CO	51.	MOBIL OIL CORP
56.	COLLINS RADIO CO	74.	MOTOROLA INC
94.	COLT INDUSTRIES, INC	38.	NATIONAL PRESTO INDUSTRIES INC
73.	CONTROL DATA CORP	54.	NORRIS INDUSTRIES
83.	CURTISS WRIGHT CORP	9.	NORTH AMERICAN ROCKWELL CORP
46.	DAY + ZIMMERMAN INC	17.	NORTHROP CORP
80.	DIAMOND REO TRUCKS, INC	86.	ODGEN CORP
52.	DUPONT E I DE NEMOURS + CO	58.	OLIN CORP
53.	E SYSTEMS, INC	72.	PACIFIC ARCHITECTS + ENGINEERS INC
62.	EASTMAN KODAK CO	43.	PAN AMERICAN WORLD AIRWAYS INC
31.	F M C CORP	19.	P C A CORP
96.	FAIRCHILD CAMERA + INSTRUMENT CORP	95.	RAYMOND MORRISON KNUDSEN (JV) **
78.	FAIRCHILD INDUSTRIES, INC	12.	RAYTHEON CO
72.	FEDERAL CARTRIDGE CORP	47.	REYNOLDS (N) INDUSTRIES, INC
90.	FLYING TIGER CORP	42.	SANDERS ASSOCIATES INC
28.	FORD MOTOR CO	89.	SEATRAIN LINES INC
3.	GENERAL DYNAMICS CORP	98.	SHELL OIL CO
4.	GENERAL ELECTRIC CO	66.	SIGNAL COMPANIES INC (THE)
23.	GENERAL MOT. CORP	35.	SINGER CO
36.	GENERAL TELEPHONE + ELECTN CORP	15.	SPERRY RAND CORP
27.	GENERAL TIRE + RUBBER CO	39.	STANDARD OIL CO OF CALIF
59.	GOODYEAR TIRE + RUBBER CO	70.	STANDARD OIL OF INDIANA
33.	GOULD, INC	25.	STANDARD OIL CO (NEW JERSEY)
7.	GRUMMAN CORP	85.	SVERDRUP + PARCEL + ASSOCs INC
91.	GULF + WESTERN INDUSTRIES	81.	SYSTEM DEVELOPMENT CORP
82.	GULF OIL CORP	40.	T R W INC
41.	HARRIS-INTERTYPE CORP	32.	TELEDYNE INC
49.	HERCULES, INC	13.	TENNECO INC
18.	HONEYWELL INC	46.	TEXACO INC
10.	HUGHES AIRCRAFT CO	29.	TEXAS INSTRUMENTS INC
55.	I C I AMERICA, INC	24.	TEXTRON INC
20.	INTERNATIONAL BUSINESS MACHINES CO	50.	THIOKOL CHEMICAL CORP
97.	INTERNATIONAL HARVESTER CO	88.	TRANSAMERICA CORP
21.	INTERNATIONAL TELEPHONE + TEL CORP	63.	UNIROYAL INC
84.	ITEK CORP	6.	UNITED AIRCRAFT CORP
67.	JOHNS HOPKINS UNIVERSITY (N)	75.	WESTERN UNION CORP
93.	KAMAN CORP	16.	WESTINGHOUSE ELECTRIC CORP
65.	KIDDE WALTER + CO INC	92.	XEROX CORP

\* Peter Kiewit, Morrison-Knudsen Co. and Fischbach & Moore Inc.

\*\* Raymond International, Inc; Morrison-Knudsen Co., Inc; Brown & Root, Inc;  
& J. A. Jones Construction Co.

(N) Nonprofit  
(JV) Joint Venture

100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO  
NET VALUE OF MILITARY-RISE CONTRACT AWARDS

FISCAL YEAR 1972  
(1 JULY 1971 - 30 JUNE 1972)

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
	U. S. TOTAL <sup>a/</sup>	\$33,361,763 888888888	100.00	100.00
	TOTAL, 100 COMPANIES + THEIR SUBSIDIARIES <sup>b/</sup>	24,060,363 888888888	72.12	72.12
1.	LOCKHEED AIRCRAFT CORP LOCKHEED ELECTRONICS CO, INC LOCKHEED SHIPBUILDING CONSTRUCTION	1,703,955 968 511 -----		
	TOTAL	1,705,434	5.11	5.11
2.	MCDONNELL DOUGLAS CORP ACTRON INDUSTRIES, INC ADVANCED COMMUNICATIONS, INC MCDONNELL DOUGLAS ELECTRONICS CO	1,693,833 2,758 30 3,596 -----		
	TOTAL	1,700,217	5.10	10.21
3.	GENERAL DYNAMICS CORP FREEMAN COAL MINING CORP LIQUID CARBONIC CORP STROMBERG CARLSON CORP STROMBERG DATAGRAPHIX, INC UNITED ELECTRIC COAL CO	1,275,985 22 29 2,712 10,333 86 -----		
	TOTAL	1,289,167	3.86	14.07
4.	GENERAL ELECTRIC CO	1,258,673	3.77	17.84
5.	BOEING CO	1,170,878	3.51	21.35
6.	AMERICAN TELEPHONE + TELEGRAPH CO CHESAPEAKE + POTOMAC TEL CO OF VA ILLINOIS BELL TEL CO MICHIGAN BELL TEL CO MOUNTAIN STATES TEL + TEL CO NEW ENGLAND TEL + TEL CO NEW JERSEY BELL TELEPHONE CO NEW YORK TELEPHONE CO NORTHWESTERN BELL TELEPHONE CO OHIO BELL TELEPHONE CO PACIFIC NORTHWEST BELL TELEPHONE PACIFIC TELEPHONE + TELEGRAPH CO SOUTH CENTRAL BELL TEL CO SOUTHERN BELL TELEPHONE + TELEGRAPH SOUTHWESTERN BELL TELEPHONE TELETYPE CORP WESTERN ELECTRIC CO INC	179,722 15,637 120 20 1,425 644 608 59 201 732 86 323 218 2,615 1,743 9,224 906,055 -----		
	TOTAL	1,121,512	3.36	24.71

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
7.	GRUMMAN CORP GRUMMAN AEROSPACE CORP	1,119,760		
	TOTAL	1,119,760	3.36	28.07
8.	UNITED AIRCRAFT CORP TURBO POWER + MARINE SYSTEMS, INC	992,817 2,802		
	TOTAL	995,619	2.98	31.05
9.	NORTH AMERICAN ROCKWELL CORP MIEHLE-GOSS-DEXTER, INC MORSE CONTROLS, INC	702,828 23 11		
	TOTAL	702,862	2.11	33.16
10.	HUGHES AIRCRAFT CO	688,132	2.06	35.22
11.	LITTON INDUSTRIES, INC AERO SERVICE CORP ALLIS (LOUIS) CO CLIFFTON PRECISION PRODUCTS CO DUMONT AVIATION ASSOCIATES LITTON BUSINESS SYSTEMS, INC LITTON MEDICAL PRODUCTS, INC LITTON PRECISION PRODS INC LITTON SYSTEMS INC MICROWAVE ASSOCIATES WEST, INC MONROE INTERNATIONAL INC NEW BRITAIN MACHINE CO PROFEXRAY INC RUST ENGINEERING CO	16,813 179 502 33 42 82 201 1,638 594,095 18 124 230 39 303		
	TOTAL	616,299	1.85	37.07
12.	RAYTHEON CO COSSOR ELECTRONICS LTD HEATH D C + CO IOWA MFG CO JAPANESE OVERSEAS SERVICE, INC LORAC SERVICE CORP. MACHLETT LABORATORIES INC RAYTHEON SERVICE CO UNITED ENGINEERS + CONSTRUCTORS	500,582 96 15 281 638 50 853 4,207 40		
	TOTAL	506,762	1.52	38.59
13.	TENNECO INC CASE (J1) CO CASE POWER + EQUIPMENT LTD GAS EQUIPMENT ENGRS, INC K C L CORPORATION NEWPORT NEWS SHIPBL'D + DRY DOCK CO NUCLEAR SERVICE + CONSTR CO, INC DUALITION AERO INC TENNECO CHEMICALS, INC TENNECO OIL CO	158 11,508 14 1,769 52 484,287 39 5,631 126 1,270		
	TOTAL	504,874	1.51	40.10
14.	L T V CORP CONTINENTAL ELECTRONICS MFG CO JONES + LAUGHLIN STEEL CORP KENTRON HAWAII LTD	4,998 4,935 525 25,772		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
14.	L T V CORP			
	L T V AEROSPACE CORP	406,817		
	SERVICE TECHNOLOGY CORP	2,637		
	WILSON BEEF + LAMB CO	94		
	WILSON CERTIFIED FOODS, INC	265		
	WILSON + CO INC	988		
	WILSON SINCLAIR CO	2,312		
	TOTAL	449,343	1.35	41.45
15.	SPERRY RAND CORP	414,427	1.24	42.69
16.	WESTINGHOUSE ELECTRIC CORP	360,166		
	THERMO KING CORP	57		
	URBAN SYSTEMS DEV CORP	27,048		
	WESTINGHOUSE ELECTRIC SUPPLY CO	115		
	TOTAL	387,386	1.16	43.85
17.	NORTHROP CORP	335,051		
	FULLER GEORGE A CO	94		
	HALLCRAFTERS CO	8,832		
	NORTHROP CAROLINA INC	209		
	NORTHROP WORLDWIDE ACFT SVCS INC	23,162		
	PAGE COMMUNICATIONS ENGINEERS INC	1,923		
	MARNECKE ELECTRON TUBES, INC	291		
	TOTAL	369,562	1.11	44.96
18.	HONEYWELL INC	328,840		
	HONEYWELL INFORMATION SYSTEMS, INC	6,342		
	TOTAL	334,382	1.00	45.96
19.	R C A CORP	250,671		
	BANQUET FOODS CORP	44		
	NATIONAL BROADCASTING CO, INC	20		
	R C A DEFENSE ELECTRONICS CORP	25		
	R C A GLOBAL COMMUNICATIONS, INC	23,638		
	RANDOM HOUSE, INC	24		
	SHELBY WILLIAMS INDUSTRIES, INC	132		
	TOTAL	274,554	0.82	46.78
20.	INTERNATIONAL BUSINESS MACHINES CO	259,528		
	SCIENCE RESEARCH ASSOCIATES INC	38		
	SERVICE BUREAU CORP	68		
	TOTAL	259,654	0.78	47.56
21.	INTERNATIONAL TELEPHONE + TEL CORP	91,430		
	AEROSPACE CONTROLS	64		
	E T C, INC	254		
	FEDERAL ELECTRIC CORP	51,677		
	I T T ARTIC SERVICES, INC	61,395		
	I T T AVIS, INC	10		
	I T T BARTON	523		
	I T T BLACKBURN CORP	30		
	I T T CONTINENTAL BAKING CO	1,548		
	I T T DECCA MARINE, INC	35		
	I T T ELECTRO PHYSICS LABORATORIES	1,048		
	I T T GENERAL CONTROLS, INC	184		
	I T T GILFILLAN INC	34,841		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
21.	INTERNATIONAL TELEPHONE + TEL CORP			
	I T T GRINNELL CORP	32		
	I T T GWALTNEY INC	1,304		
	I T T HAMMEL DAM	44		
	I T T HARPER, INC	573		
	I T T HENZE SERVICE	20		
	I T T MARLOW PUMPS	17		
	I T T NESBITT	34		
	I T T SHERATON CORP OF AMERICA	64		
	I T T TELECOMMUNICATIONS	45		
	I T T WORLD COMMUNICATIONS, INC	12,320		
	STANDARD TELEPHONES + CABLES, LTD	282		
	TOTAL	257,754	0.77	48.33
22.	MARTIN MARIETTA CORP	184,243		
	MARTIN MARIETTA ALUMINUM INC	7,561		
	MARTIN MARIETTA ALUMINUM SALES INC	64,003		
	SUPERIOR STONE CO	135		
	TOTAL	255,942	0.77	49.10
23.	GENERAL MOTORS CORP	255,714	0.77	49.87
24.	TEXTRON INC	239,528		
	ACCESSORY PRODUCTS CO	17		
	ELECTRONIC RESEARCH CO	45		
	FAFNIR BEARING CO	343		
	FANNER MFG CO	13		
	OREGON TECHNICAL PRODUCTS	18		
	TEXTRON ELECTRONICS INC	140		
	TOWNSEND CO	667		
	WATERBURY FARREL FOUNDRY + MACH CO	698		
	TOTAL	241,469	0.72	50.59
25.	STANDARD OIL CO (NEW JERSEY)			
	AMERICAN CRYOGENICS INC	154		
	ENJAY CHEMICAL CO	44		
	ESSO A G	9,302		
	ESSO INTERNATIONAL CORP	111,778		
	ESSO MOTOR HOTELS, INC	44		
	ESSO PETROL CO LTD	36		
	ESSO RESEARCH + ENGINEERING CO	893		
	ESSO ROTH	546		
	ESSO STANDARD EASTERN INC	475		
	ESSO STANDARD ITALIANA	2,855		
	ESSO STANDARD OIL CO S A	3,632		
	ESSO STANDARD SAF	89		
	HUMBLE OIL + REFINING CO	79,264		
	TOTAL	209,112	0.63	51.22
26.	BENDIX CORP	193,775		
	AMERICAN FOREST PRODUCTS CORP	126		
	BENDIX COMMERCIAL SERVICE CORP	46		
	BENDIX FIELD ENGINEERING CORP	6,142		
	FRAM CORP	239		
	P + D MFG CO INC	106		
	SKAGIT CORP	58		
	TOTAL	200,492	0.60	51.82

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
27.	GENERAL TIRE + RUBBER CO AEROJET ELECTROSYSTEMS CO AEROJET GENERAL CORP FRONTIER AIRLINES INC GENERAL TIRE INTERNATIONAL CO	1,657 62 195,661 26 35 ----- 197,441	0.59	32.41
28.	FORD MOTOR CO FORD PRODUCTS CO PHILCO FORD CORP	7,506 11 189,007 ----- 196,524	0.59	53.00
29.	TEXAS INSTRUMENTS INC	190,426	0.57	53.57
30.	AMERICAN MOTORS CORP A M GENERAL CORP	187,137 ----- 187,137	0.56	54.13
31.	F M C CORP F M C MEAT LTD KILBY STEEL CO INC	179,324 282 45 ----- 179,651	0.54	54.67
32.	TELEDYNE INC ADCOM INC ELECTRO DEVELOPMENT CO GILL ELECTRIC MFG CORP HYDRA POWER CORP MCKAY CO TELEDYNE BATTERY PRODUCTS TELEDYNE BROWN ENGINEERING TELEDYNE CAE TELEDYNE CAMERA SYSTEMS TELEDYNE GEOTECH TELEDYNE INDUSTRIES, INC TELEDYNE IRBY STEEL TELEDYNE ISOTOPES TELEDYNE REPUBLIC MFG TELEDYNE SPRAGUE ENGINEERING TELEDYNE THERMATICS TELEDYNE TITANIUM TELEDYNE WAH CHANG	45,181 918 332 65 15 209 12 7,092 19,450 686 45 102,991 23 1,873 211 31 16 362 138 ----- 179,650	0.54	55.21
33.	GOULD, INC CLEVITE CORP GOULD IONICS, INC NIPPON DIA CLEVITE CO, LTD (JAPAN) SONOTONE CORP	167,122 4,618 284 19 131 ----- 172,174	0.52	55.73
34.	AVCO CORP AVCO ECONOMIC SYSTEMS CORP	161,263 4,951 ----- 166,214	0.50	56.23

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
35.	SINGER CO CONTROLS CO OF AMERICA FRIDEN, INC GRAFLEX INC H R B SINGER, INC LAYNE + BOWLER PUMP CO PHYSICAL SCIENCES CORP ROTH RUBBER CO SINGER GENERAL PRECISION INC SINGER TELE-SIGNAL STRONG ELECTRIC CORP VAPOR CORP	75,364 151 364 33 9,546 17 17 119 70,081 4,937 16 4,726		
	TOTAL	165,371	0.50	56.73
36.	GENERAL TELEPHONE + ELECTN CORP G T E AUTOMATIC ELECTRIC INC G T E LABORATORIES, INC G T E LENKURT, INC G T E SYLVANIA INC G T E TELECOMMUNICAZIONI SPA GENERAL TELEPHONE CO OF INDIANA GENERAL TELEPHONE CO OF NORTHWEST GENERAL TELEPHONE CO OF SOUTHWEST HAWAIIAN TELEPHONE CO PROGRAMMING METHODS INC ULTRONIC SYSTEMS CORP WESTERN GOLD + PLATINUM CO	2,847 381 989 150,012 35 10 32 15 7,714 68 35 26		
	TOTAL	162,164	0.49	57.22
37.	KIEWIT MORRISON FISCHBACH (JV)	160,928	0.48	57.70
38.	NATIONAL PRESTO INDUSTRIES INC	146,896	0.44	58.14
39.	STANDARD OIL CO OF CALIF CALTEX ASIA LTD S/ CALTEX NEW ZEALAND LTD S/ CALTEX OIL PRODUCTS CO S/ CALTEX OIL THAILAND LTD S/ CALTEX OVERSEAS LTD S/ CALTEX PHILIPPINES INC S/ CHEVRON ASPHALT CO CHEVRON CHEMICAL CO CHEVRON INTERNATIONAL OIL CO, INC CHEVRON OIL CO CHEVRON OIL EUROPE, INC	57,466 1,170 9 54,563 1,757 447 463 54 231 309 28,173 1,023		
	TOTAL	145,665	0.44	58.58
40.	T R W INC ADVANCE TOOL + DIE CO CRESCENT INSUL WIRE + CABLE CO, INC GLOBE INDUSTRIES INC INTERNATIONAL CONTROLS CORP RAMSEY CORP T R W COLORADO ELECTRONICS, INC UNITED-CARR, INC	144,852 10 161 40 21 44 346 85		
	TOTAL	145,559	0.44	59.02

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
41.	HARRIS-INTERTYPE CORP GATES RADIO CO P R D ELECTRONICS, INC R F COMMUNICATIONS, INC RADIATION, INC	521 209 106,723 2,889 32,169 -----		
	TOTAL	142,511	0.43	59.45
42.	SANDERS ASSOCIATES INC	134,964	0.40	59.85
43.	PAN AMERICAN WORLD AIRWAYS INC	131,455	0.39	60.24
44.	MASSACHUSETTS INSTITUTE TECHNOLOGY (N)	127,275	0.38	60.62
45.	MAGNAVOX CO GENERAL ATRONICS CORP	124,721 2,422 -----		
	TOTAL	127,143	0.38	61.00
46.	DAY + ZIMMERMAN INC	122,341	0.37	61.37
47.	REYNOLDS (RJ) INDUSTRIES, INC GULF PUERTO RICO LINES, INC RJR FOODS, INC SEA-LAND SERVICE, INC	26,303 369 2,310 8,287 -----		
	TOTAL	116,269	0.35	61.72
48.	TEXACO INC CALTEX ASIA LTD/ CALTEX NEW ZEALAND LTD/ CALTEX OIL PRODUCTS COS/ CALTEX OIL THAILAND LTD/ CALTEX OVERSEAS LTD/ CALTEX PHILIPPINES INC/ JEFFERSON CHEMICAL CO INC TEXACO EXPORT INC TEXACO LTD (UK) TEXACO OPERATIONS (EUROPE), LTD TEXACO TRINIDAD INC TEXACO WEST INDIES LTD WHITE FUEL CO INC	24,674 1,170 9 34,563 1,757 446 462 396 28,043 1,890 630 11 23 179 -----		
	TOTAL	114,253	0.34	62.06
49.	HERCULES, INC A W T SYSTEMS, INC BLACK CROW + EIDNESS, INC HASKON, INC HAVEG INDUSTRIES INC	112,613 23 14 769 21 -----		
	TOTAL	113,440	0.34	62.40
50.	THIOKOL CHEMICAL CORP	110,311	0.33	62.73

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
51.	MOBIL OIL CORP MOBIL CHEMICAL CO MOBIL OIL PHILIPPINES, INC	110,149 99 48 -----		
	TOTAL	110,296	0.33	63.06
52.	DUPONT E I DE NEMOURS + CO ENDO LABORATORIES, INC REMINGTON ARMS CO, INC	24,661 69 80,417 -----		
	TOTAL	105,147	0.32	63.38
53.	E SYSTEMS, INC	103,634	0.31	63.69
54.	NORRIS INDUSTRIES PRESSED STEEL TANK CO, INC	100,614 259 -----		
	TOTAL	100,873	0.30	63.99
55.	I C I AMERICA, INC	96,348	0.29	64.28
56.	COLLINS RADIO CO	94,941	0.28	64.56
57.	CHRYSLER CORP CHRYSLER OUTBOARD CORP KING-SEELY THERMOS CO	86,447 7,915 59 -----		
	TOTAL	94,421	0.28	64.84
58.	OLIN CORP	92,805	0.26	65.12
59.	GOODYEAR TIRE + RUBBER CO GOODYEAR AEROSPACE CORP MOTOR WHEEL CORP	42,101 43,657 324 -----		
	TOTAL	86,082	0.26	65.38
60.	AUTOMATION INDUSTRIES, INC CHELSEA CLOCK CO CONAH INSPECTION, INC CONSOLIDATED AMERICAN SERVICES INC FACILITIES MGMT CORP G + H TECHNOLOGY, INC SPARTAN AVIATION, INC VITRO CORP OF AMERICA	29,976 53 28 236 4,033 25 4,585 44,687 -----		
	TOTAL	83,823	0.25	65.63
61.	CHAMBERLAIN MFG CORP	82,982	0.25	65.88
62.	EASTMAN KODAK CO EASTMAN KODAK STORES INC	81,794 15 -----		
	TOTAL	81,809	0.25	66.13

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
63.	UNIROYAL INC UNIROYAL INTERNATIONAL CORP	80,734 21 -----		
	TOTAL	80,745	0.24	66.37
64.	A M F, INC A M F BEAIRD, INC A M F OVERSEAS CORP A M F THERMATOOL, INC A M F TUBOSCOPE, INC A M F VOIT, INC. HARLEY-DAVIDSON MOTOR CO	78,065 186 17 53 10 18 289 -----		
	TOTAL	78,638	0.24	66.61
65.	KIDDE WALTER + CO INC AMERICAN DESK MFG CO ASSOCIATED TESTING LABS INC AUDIO EQUIPMENT CO INC CHATOS GLASS CO COLUMBIAN BRONZE CORP CRAIG SYSTEMS CORP CRANE HOIST ENGR CORP FENWAL INC FERGUSON PROPELLER + RECOND. LTD GROVE MFG CO L C A CORP PIEZO TECHNOLOGY, INC RICHARDS MFG CO UNITED STATES LINES CO	10,327 24 152 191 53 162 4,016 21 912 27 787 21 45 22 56,700 -----		
	TOTAL	73,460	0.22	66.83
66.	SIGNAL COMPANIES INC (THE) DUNHAM BUSH INC GARRETT CORP MACK TRUCKS INC SOUTHLAND OIL CORP	317 384 68,792 993 1,791 -----		
	TOTAL	72,277	0.22	67.05
67.	JOHNS HOPKINS UNIVERSITY (N)	71,717	0.21	67.26
68.	AEROSPACE CORP (N)	70,538	0.21	67.47
69.	LEAR SIEGLER INC AMERICAN AVITRON, INC	70,294 140 -----		
	TOTAL	70,434	0.21	67.68
70.	STANDARD OIL OF INDIANA AMERICAN OIL CO AMOCO CHEMICALS CORP AMOCO ITALIA S P A	67,410 254 506 -----		
	TOTAL	68,170	0.20	67.88
71.	ASIATIC PETROLEUM CORP	67,932	0.20	68.08

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
72.	PACIFIC ARCHITECTS + ENGINEERS INC	61,848	0.19	68.27
73.	CONTROL DATA CORP ASSOCIATED AERO SCIENCE LABS INC C E I R INC	61,409 316 14 -----		
	TOTAL	61,739	0.19	68.46
74.	MOTOROLA INC MOTOROLA OVERSEAS CORP	55,950 104 -----	0.17	68.63
	TOTAL	56,054	0.17	
75.	WESTERN UNION CORP WESTERN UNION DATA SERVICES CO INC WESTERN UNION TELEGRAPH CO	13 56,009 -----		
	TOTAL	56,022	0.17	68.80
76.	MASON + HANGER SILAS MASON CO	55,950	0.17	68.97
77.	FEDERAL CARTRIDGE CORP	55,804	0.17	69.14
78.	FAIRCHILD INDUSTRIES, INC BURNS AERO SEAT CO INC	54,455 131 -----		
	TOTAL	54,586	0.16	69.30
79.	CITY INVESTING CO AMERICAN ELECTRIC INC HAYES INTERNATIONAL CORP RHEEM MFG CO WELLS MARINE, INC WILSON SHIPYARD, INC	117 44,540 602 7,015 50 -----		
	TOTAL	52,324	0.16	69.46
80.	DIAMOND REO TRUCKS, INC	52,195	0.16	69.62
81.	SYSTEM DEVELOPMENT CORP	52,042	0.16	69.78
82.	GULF OIL CORP CARIBBEAN GULF OIL CO GULF GENERAL ATOMIC, INC GULF IRAN CO GULF OIL TRADING CO GULF PETROLEUM SA PANAMA KOREA OIL CORP MENE GRANDE OIL CO PITTsburg MIDWAY COAL MINING CO	26,771 4,640 15 1,094 12,931 1,112 3,211 204 147 -----		
	TOTAL	50,125	0.15	69.93
83.	CURTISS WRIGHT CORP MARQUETTE METAL PRODUCTS CO METAL IMPROVEMENT CO	49,757 49 6		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
83.	CURTISS WRIGHT CORP TARGET ROCK CORP ZARKIN MACHINE CO	51 130 -----		
	TOTAL	49,993	0.15	70.08
84.	ITEK CORP ITEK BUSINESS PRODUCTS, LTD ITEK-UNIVIS, INC	48,391 106 57 -----		
	TOTAL	48,554	0.15	70.23
85.	SVERDRUP + PARCEL + ASSOCs INC ARO INC	1,482 46,994 -----		
	TOTAL	48,476	0.15	70.38
86.	OGDEN CORP AVONDALE SHIPYARDS INC BARTH SHELTING CORP BETTER BUILT MACHINERY CORP BULK TRANSPORT, INC INTERNATIONAL TERMINAL OP CO INC OGDEN TECHNOLOGY LABORATORIES, INC SMS INSTRUMENTS, INC TILLIE LEWIS FOODS INC	27,114 399 73 1,946 15,348 13 737 1,448 -----		
	TOTAL	47,078	0.14	70.52
87.	AMERADA HESS CORP HESS OIL VIRGIN ISLANDS CORP	8,492 34,910 -----		
	TOTAL	43,402	0.13	70.65
88.	TRANSAMERICA CORP BUDGET RENT-A-CAR CORP DE LAVAL TURBINE CALIFORNIA, INC DE LAVAL TURBINE, INC MELETRON CORP REPRODUCTION SYSTEMS, INC TRANS INTL AIRLINES CORP UNITED ARTISTS CORP	13 813 18,965 23 30 22,574 22 -----		
	TOTAL	42,440	0.13	70.78
89.	SEATRAIN LINES INC HUDSON WATERWAYS CORP	30,819 10,885 -----		
	TOTAL	41,704	0.13	70.91
90.	FLYING TIGER CORP	40,782	0.12	71.03
91.	GULF + WESTERN INDUSTRIES COLLYER INSULATED WIRE CO CONSOLIDATED CIGAR CORP GENERAL PRODUCTS CORP GLOBAL SYSTEMS, INC NEW JERSEY ZINC CO O + S BEARING + MFG CO RANDCO, INC ROCKET JET ENGINEERING CORP UNIVERSAL AMERICAN CORP VAN NORMAN MACHINE CO	38,123 247 16 34 62 53 23 30 1,059 154 363		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
91.	GULF + WESTERN INDUSTRIES	-----		
	TOTAL	40,164	0.12	71.15
92.	XEROX CORP	35,605		
	FUJI-XEROX CO, LTD	1,704		
	GINN + CO	244		
	RANK XEROX LTD	178		
	XEROX DATA SYSTEMS, INC	1,396		
	TOTAL	39,127	0.12	71.27
93.	KAMAN CORP	28,319		
	AIRKAMAN, INC	40		
	KAMAN AEROSPACE CORP	9,736		
	TOTAL	38,095	0.11	71.38
94.	COLT INDUSTRIES, INC	2,732		
	CHANDLER EVANS, INC	8,620		
	COLT INDUSTRIES OPERATING CORP	22,814		
	CRUCIBLE STEEL CORP	44		
	FAIRBANKS MORSE, INC	3,192		
	PRATT + WHITNEY INC	628		
	TOTAL	38,030	0.11	71.49
95.	RAYMOND MORRISON KNUDSEN (JV)	38,000	0.11	71.60
96.	FAIRCHILD CAMERA + INSTRUMENT CORP	37,164		
	FAIRCHILD ELECTRO METRICS CORP	347		
	TOTAL	37,511	0.11	71.71
97.	INTERNATIONAL HARVESTER CO	35,000		
	MACLEOD + CO	1,590		
	TOTAL	36,590	0.11	71.82
98.	SHELL OIL CO	35,574		
	INTERNATIONAL LUBRICANT CORP	405		
	TOTAL	35,979	0.11	71.93
99.	MITRE (THE) CORP (N)	35,555	0.11	72.04
100.	MARATHON MFG CO	41		
	ALLISON STEEL MFG CO	130		
	MARATHON BATTERY CO	4,184		
	MARATHON LE TOURNEAU CO	31,025		
	TOTAL	35,380	0.11	72.15 <sup>a/</sup>

FOOTNOTES:

a/ Net value of new procurement actions minus cancellations, terminations and other credit transactions. The data include debit and credit procurement actions of \$10,000 or more, under military supply, service and construction contracts for work in the U. S. plus awards to listed companies and other U. S. companies for work overseas.

Procurement actions include definitive contracts, the obligated portions of letter contracts, purchase orders, job orders, task orders, delivery orders, and any other orders against existing contracts. The data do not include that part of indefinite quantity contracts that have not been translated into specific orders on business firms, nor do they include purchase commitments or pending cancellations that have not yet become mutually binding agreements between the government and the company.

b/ The assignment of subsidiaries to parent companies is based on stock ownership of 50% or more by the parent company, as indicated by data published in standard industrial reference sources. The company totals do not include contracts made by other U. S. Government agencies and financed with Department of Defense funds, or contracts awarded in foreign nations through their respective governments. The company names and corporate structures are those in effect as of 30 June 1972 and for purposes of this report company names have been retained unless specific knowledge was available that a company had been merged into the parent or absorbed as a division with loss of company identity. Only those subsidiaries are shown for which procurement actions have been reported.

c/ Stock ownership is equally divided between Standard Oil Co. of California and Texaco, Inc.; half of the total of military awards is shown under each of the parent companies.

d/ Does not agree with percentage shown on page 7 due to rounding.